

We claim:

1. A method of calculating commissions comprising:

referencing at least one business rule in a table, wherein the business rule associates a variable with at least one condition;

determining the at least one condition;

identifying a value of a variable used to calculate commissions based, at least in part, on the at least one condition, in the table;

retrieving a value of at least one transaction; and

calculating the commissions based, at least in part, on the value of the variable and the value of the at least one transaction.

2. The method of claim 1, wherein the commissions comprises a plurality of commissions components, the method comprising:

for each commissions component:

referencing at least one business rule related to that commissions component in a table, wherein the business rule associates a variable with at least one condition;

determining the at least one condition;

identifying a value of a variable used to calculate the commissions component based, at least in part, on the at least one condition, in the table;

retrieving a value of at least one transaction; and

calculating the commissions component based, at least in part, on the value of the variable and the value of the at least one transaction;

the method further comprising:

summing the calculated commissions components.

3. A method of calculating commissions, comprising:

importing data related to a value of at least one transaction; and

calculating commissions based, at least in part, on the value of the at least one transaction and a business rule stored in a table.
4. The method of claim 3, wherein:

the business rule associates at least one variable with at least one condition, in the table.
5. The method of claim 3, wherein:

the variable is chosen from the group consisting of basis points or fees per transaction.
6. The method of claim 5, comprising:

calculating the commissions, at least in part, by multiplying the basis points and the value of the at least one transaction.
7. The method of claim 5, wherein:

the at least one transaction is a sale, lease or installation of a product; and

the value of the at least one transaction is a number of transactions;

the method comprising:

calculating the commissions, at least in part, by multiplying the fees per transaction and a number of transactions.
8. The method of claim 5, wherein:

the condition is chosen from the group consisting of an age of an account, a date related to entry of the account into a program, and an achievement level related to the level of activity of the account.

9. The method of claim 8, wherein:

the date is either an account credit approval date or a date when an account starts processing transactions.

10. The method of claim 8, wherein the condition is the age of the account, the method further comprising:

calculating the condition prior to calculating the commissions; and
determining a value of a variable in the table based on the calculation.

11. The method of claim 3, wherein:

the business rule comprises at least one condition on calculating commissions.

12. The method of claim 11, wherein:

the commissions comprises a plurality of commissions components; and
the condition defines whether to calculate a commissions component.

13. The method of claim 3, comprising:

calculating the commissions by calculating a plurality of commissions
components; and

summing the calculated commissions components.

14. The method of claim 13, further comprising:

calculating at least one commissions adjustment; and
offsetting the summed commissions components by the at least one commissions
adjustment to yield a net commissions.

15. The method of claim 13, wherein calculating the commissions adjustments comprises:
- referencing a business rule in a table.
16. The method of claim 15, comprising:
- calculating commissions paid for accounts that are not activated after a predetermined period of time after account approval, wherein the predetermined period of time is in the business rule in the table.
17. The method of claim 3, wherein:
- the value of the transactions is chosen from a group consisting of net sales, net revenues and a net number of transactions.
18. The method of claim 1, wherein:
- the commissions are calculated for a sales representative servicing at least one account.
19. The method of claim 3, further comprising:
- storing the calculated commissions; and
- generating a statement summarizing the calculated commissions.
20. The method of claim 3, further comprising:
- receiving a business rule from a party; and
- storing the business rule in a table.
21. The method of claim 20, further comprising:
- receiving a change to the business rule from the party; and
- changing the business rule in the table in accordance with the received change.

22. The method of claim 3, wherein the commissions are calculated for a sales rep servicing an account, the sales representative being associated with at least one business rule in the table, the method comprising:

calculating the commissions for a sales rep, at least in part, by applying a business rule associated with the sales representative.

23. The method of claim 22, wherein:

the sales representative is associated with the at least one business rule by being associated with a compensation plan comprising a plurality of business rules and a party represented by the sales representative; and

the sales representative represents the party.

24. A system for calculating commissions, comprising:

means for importing data related to a value of at least one transaction; and

means for calculating commissions based, at least in part, on the value of the at least one transaction and a business rule stored in a table.

25. A system for calculating commissions comprising:

a processor; and

memory coupled to the processor, the memory comprising a table comprising at least one business rule;

wherein the processor is programmed to:

calculate commissions based, at least in part, on the at least one business rule and a value of at least one transaction.

26. The system of claim 25, wherein:

the business rule associates at least one variable with at least one condition, in the table.

27. The system of claim 26, wherein:
the variable is chosen from the group consisting of basis points or fees per transaction.

28. The system of claim 27, wherein the value of the transaction is sales or revenues and the processor is programmed to:

calculate the commissions by multiplying the basis points and sales or revenues.

29. The system of claim 27, wherein the transaction is a sale, lease or installation of a product, and the processor is programmed to:

calculate the commissions by multiplying the fees per transaction and a number of transactions.

30. The system of claim 26, wherein:
the condition is chosen from the group consisting of an age of an account, a date related to entry of the account into a program, and an achievement level related to the level of activity of the account.

31. The system of claim 25, wherein:
the table comprises a plurality of business rules.

32. The system of claim 25, wherein:
the memory comprises a plurality of tables of business rules.

33. A system for calculating commissions, comprising:
memory; and
a processor coupled to the memory, the processor being programmed to:

reference at least one business rule in a table, wherein the business rule associates a variable with at least one condition;

determine the at least one condition;

identify a value of a variable used to calculate commissions based, at least in part, on the at least one condition, in the table;

retrieve a value of at least one transaction; and

calculate the commissions based, at least in part, on the value of the variable and the value of the at least one transaction.

34. The system of claim 33, wherein the calculated commissions comprises a plurality of commissions components, the processor being further programmed to, for each commissions component:

reference at least one business rule in a table, wherein the business rule associates a variable with at least one condition;

determine the at least one condition;

identify a value of a variable used to calculate the commissions component based, at least in part, on the at least one condition, in the table;

retrieve a value of at least one transaction; and

calculate the commissions based, at least in part, on the value of the variable and the value of the at least one transaction;

the processor being further programmed to:

sum the calculated commissions components.